

VU Research Portal

The Power of Interpersonal Generosity

Klapwijk, A.

2009

document version

Publisher's PDF, also known as Version of record

[Link to publication in VU Research Portal](#)

citation for published version (APA)

Klapwijk, A. (2009). *The Power of Interpersonal Generosity*. [PhD-Thesis - Research and graduation internal, Vrije Universiteit Amsterdam].

General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
- You may freely distribute the URL identifying the publication in the public portal ?

Take down policy

If you believe that this document breaches copyright please contact us providing details, and we will remove access to the work immediately and investigate your claim.

E-mail address:

vuresearchportal.ub@vu.nl

References

- Alexander, R. D. (1987). *The Biology of Moral Systems*. New York: Aldine de Gruyter.
- Algoe, S.B., Haidt, J., & Gable, S.L. (2008). Beyond reciprocity: gratitude and relationships in everyday life. *Emotion, 8*, 425-429.
- Allison, S. T., & Kerr, N. L. (1994). Group correspondence biases and the provision of public goods. *Journal of Personality and Social Psychology, 66*, 688-698.
- Anderson, C., & Shirako, A. (2008). Are individuals' reputations related to their history of behavior? *Journal of Personality and Social Psychology, 94*, 320-333.
- Axelrod, R. (1984). *The Evolution of Cooperation*. New York: Basic Books.
- Axelrod, R., & Dion, D. (1988). The further evolution of cooperation. *Science, 242*, 1385-1390.
- Axelrod, R., Hamilton, W. (1981). The evolution of cooperation. *Science 211*, 1390-1396.
- Bargh, J. A. (Ed.). (2007). *Social Psychology and the Unconscious: The Automaticity of Higher Mental Processes*. Philadelphia, PA: Psychology Press.
- Bargh, J. A. & McKenna, K. Y. A. (2004). The internet and social life. *Annual Review of Psychology, 55*, 573-590.
- Batson, C. D. (1994). Why act for the public good. *Personality and Social Psychology Bulletin, 20*, 603-610.
- Batson, C.D. (1998). Altruism and prosocial behavior. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *The Handbook of Social Psychology* (Vol. 2, pp. 282-316). New York: McGraw-Hill.
- Baumeister, R.F., Bratslavsky, E., Finkenauer, C., & Vohs, K.D. (2001). Bad is stronger than good. *Review of General Psychology, 5*, 323-370.
- Baumeister, R.F., Zhang, L., & Vohs, K.D. (2004). Gossip as cultural learning. *Review of General Psychology, 8*, 111-121.
- Bendor, J., Kramer, R. M., & Stout, S. (1991). When in doubt... cooperation in a noisy prisoners-dilemma. *Journal of Conflict Resolution, 35*, 691-719.
- Bendor, J. & Swistak, P. (2001). The evolution of norms. *The American Journal of Sociology, 6*, 1493-1545.
- Ben-Ner, A., Putterman, L., Kong, F., & Magan, D. (2004). Reciprocity in a two-part dictator game. *Journal of Economic Behavior and Organization, 53*, 333-352.
- Berscheid, E. (1983). Emotion. In H. H. Kelley, E. Berscheid, A. Christensen, J. H. Harvey, T. L. Huston, G. Levinger, E. McClintock, L. A. Peplau, & D. R. Peterson (Eds.), *Close Relationships* (pp. 110-168). New York: W. H. Freeman.
- Bo, P. D. (2005). Cooperation under the shadow of the future. Experimental evidence from infinitely repeated games. *American Economic Review, 95*, 1591-1604.
- Bolton, G. E., Katok, E., & Ockenfels, A. (2005). Cooperation among strangers with limited information about reputation. *Journal of Public Economics, 89*, 1457-1468.
- Brown, S.L., Nesse, R.M., Vinokur, A.D., & Smith, D.M. (2003). Providing social support may be more beneficial than receiving it: Results from a prospective study of mortality. *Psychological Science, 14*, 320-327.
- Burt, R. S. (1987). Social contagion and innovation: Cohesion versus structural equivalence. *American Journal of Sociology, 92*, 1287-1335.
- Buunk, B. P., Doosje, B. J., Jans, L. G. J. M., & Hopstaken, L. E. M. (1993). Perceived

- reciprocity, social support and stress at work: The role of exchange and communal orientation. *Journal of Personality and Social Psychology*, 65, 801-811.
- Cialdini, R.B., Darby, B.K., & Vincent, J.E. (1973). Transgression and altruism: A case for hedonism. *Journal of Experimental Social Psychology*, 9, 502-516.
- Clark, M. S., & Mills, J. (1979). Interpersonal attraction in exchange and communal relationships. *Journal of Personality and Social Psychology*, 37, 12-24.
- Clark, M. S., & Mills, J. (1993). The difference between communal and exchange relationships: What it is and is not. *Personality and Social Psychology Bulletin*, 19, 684-691.
- Cooper, W.H., & Withey, M.J. (2009). The strong situation hypothesis. *Personality and Social Psychology Review*, 13, 62-72.
- De Bruin, E. N. M., & Van Lange, P. A. M. (1999a). Impression formation and cooperative behavior. *European Journal of Social Psychology*, 29, 305-328.
- De Bruin, E. N. M., & Van Lange, P. A. M. (1999b). The double meaning of a single act: Influences of the perceiver and the perceived on cooperative behaviour. *European Journal of Personality*, 13, 165-182.
- De Bruin, E. N. M., & Van Lange, P. A. M. (2000). What people look for in others: Influences of the perceiver and the perceived on information selection. *Personality and Social Psychology Bulletin*, 26, 206-219.
- Dunbar, R.I.M. (2004). Gossip in evolutionary perspective. *Review of general psychology*, 8, 100-110.
- Eisenberg, N., Guthrie, I. K., Cumberland, A., Murphy, B. C., Shepard, S. A., Zhou, Q., & Carlo, G. (2002). Prosocial development in early adulthood: A longitudinal study. *Journal of Personality and Social Psychology*, 82, 993-1006.
- Epstein, N., Baucom, D. H., Rankin, L. A. (1993). Treatment of marital conflict: a cognitive behavioral approach. *Clinical Psychology Review*, 13, 45-57.
- Fehr, E., & Fischbacher, U. (2003). The nature of human altruism. *Nature*, 425, 785-791.
- Fehr, E., Gächter, S., & Kirchsteiger, G., (1997). Reciprocity as a contract enforcement device: experimental evidence. *Econometrica*, 65, 833-860.
- Fincham, F. D. (2001). Attributions in close relationships: from Balkanization to integration. In G. J. O. Fletcher, M. S. Clark (Eds.), *Blackwell Handbook of Social Psychology* (pp. 3-31). Oxford: Blackwell.
- Fischbacher, U., Gächter, S., & Fehr, E. (2001). Are people conditionally cooperative? Evidence from a public goods experiment. *Economics Letters*, 71, 397-404.
- Fishman, M. A. (2003). Indirect reciprocity among imperfect individuals. *Journal of Theoretical Biology*, 225, 285-292.
- Fiske, S. T., Cuddy, A. J. C., Glick, P., & Xu, J. (2002). A model of (often mixed) stereotype content: Competence and warmth respectively follow from perceived status and competition. *Journal of Personality and Social Psychology*, 82, 878-902.
- Foa, U. G. (1971). Interpersonal and economic resources. *Science*, 171, 345-351.
- Forsythe, R., Horowitz, J. L., Savin, N. E., & Sefton, M. (1994). Fairness in simple bargaining experiments. *Games and Economic Behavior*, 6, 347-369.
- Fredrickson, B. L., Mancuso, R. A., Branigan, C., & Tugade, M. M. (2000). The undoing effect of positive emotions. *Motivation and Emotion*, 24, 237-258.
- Frijda, N. H. (1988). The Laws of Emotion. *American Psychologist*, 43, 349-358.

- Fudenberg, D., & Maskin, E. (1990). Evolution and Cooperation in Noisy Repeated Games. *American Economic Review*, 80, 274-279.
- Gable, S., & Haidt, J. (2005). Positive Psychology. *Review of General Psychology*, 9, 1089-2680.
- Gilbert, D. T. (1998). Ordinary personology. In D. T. Gilbert, S. T. Fiske, G. Lindzey (Eds.), *Handbook of Social Psychology*, 2, 89-150. Boston, MA: McGraw-Hill.
- Gintis, H. (2007). A framework for the unification of the behavioral sciences. *Behavioral and Brain Sciences*, 30, 1-61.
- González, L.G., Güth, W., & Levatti (2005). When does the game end? Public goods experiments with non-definite and non-commonly known time horizons. *Economic Letters*, 88, 221-226.
- Gottman, J. M. (1998). Psychology and the study of marital processes. *Annual Review of Psychology*, 49, 169-197.
- Gouldner, A. W. (1960). The norm of reciprocity: A preliminary statement. *American Sociological Review*, 25, 161-178.
- Hardy, C. L., & Van Vugt, M. (2006). Nice guys finish first: The competitive altruism hypothesis. *Personality and Social Psychology Bulletin*, 32, 1402-1413.
- Hedge, A., & Yousif, Y. H. (1992). Effects of urban size, urgency, and cost on helpfulness. *Journal of Cross-Cultural Psychology*, 23, 107-115.
- Henrich, J., R. Boyd, S. Bowles, H. Gintis, E. Fehr, C. Camerer, R. McElreath, M. Gurven, K. Hill, A. Barr, J. Ensminger, D. Tracer, F. Marlow, J. Patton, M. Alvard, F. Gil-White and N. Henrich (2005). "Economic Man" in cross-cultural perspective: Ethnography and experiments from 15 small-scale societies. *Behavioral and Brain Sciences*, 28, 795-855
- Henrich, J., McElreath, R., Barr, A., Ensminger, J., Barrett, C., Bolyanatz, A. et al. (2006). Costly punishment across human societies. *Science*, 312, 1767-1770.
- Herman, B., Thöni, C., & Gächter, S. (2008). Antisocial punishment across societies. *Science*, 319, 1362-1367.
- Hruschka, D.J., & Henrich, J. (2008). Friendship, cliquishness, and the emergence of cooperation. *Journal of Theoretical Biology*, 239, 1-15.
- Holmes, J. G. (2002). Interpersonal expectations as the building blocks of social cognition: an interdependence theory perspective. *Personal Relationships*, 9, 1-26.
- Holmes, J.G., & Rempel, J.K. (1989). Trust in close relationships. In C. Hendrick (Ed.), *Review of personality and social psychology* (Vol. 10, pp. 187-220). London: Sage.
- Homans, G. C. (1961). *Social Behaviour: Its Elementary Forms*. New York: Harcourt, Brace & World.
- Insko, C. A., Schopler, J., Pemberton, M. B., Wieselquist, J., McIlraith, S. A., Currey, D. P., et al. (1998). Long-term outcome maximization and the reduction of interindividual-intergroup discontinuity. *Journal of Personality and Social Psychology*, 75, 695-710.
- Joireman, J. (2005). Environmental problems as social dilemmas: The temporal dimension. In A. Strathman & J. Joireman (Eds.), *Understanding behavior in the context of time: Theory, research, and application* (pp. 289-304). Mahwah, NJ: Lawrence Erlbaum.
- Jones, E. E. (1990). *Interpersonal perception*. New York: Freeman.
- Judd, C. M., James-Hawkins, L., Yzerbyt, V., & Kashima, Y. (2005). Fundamental dimensions of social judgment: Understanding the relations between judgments of competence and warmth. *Journal of Personality and Social Psychology*, 89, 899-913.
- Kahneman, D., Knetsch, J. L., & Thaler, R. H. (1986). Fairness and the assumptions of

- economics. *Journal of Business*, 59, 285-300.
- Kanouse, D. E., & Hanson, L. R. (1971). Negativity in evaluations. In E. E. Jones, D. E. Kanouse, H. H. Kelley, R. E. Nisbett, S. Valins, & B. Weiner (Eds.), *Attribution: Perceiving the causes of behavior* (pp. 47-62). Morristown, NJ: General Learning.
- Karremans, J. C., Van Lange, P. A. M., Ouwerkerk, J., & Kluwer, E. S. (2003). When forgiving enhances psychological well-being: The role of interpersonal commitment. *Journal of Personality and Social Psychology*, 84, 1011-1026.
- Kelley, H. H., (1983). Love and commitment. In H. H. Kelley, E. Berscheid, A. Christensen, J. H. Harvey, T. L. Huston, G. Levinger, E. McClintock, L. A. Peplau, & D. R. Peterson (Eds.), *Close relationships* (pp. 265-314). New York: W. H. Freeman.
- Kelley, H. H., Holmes, J. G., Kerr, N. L., Reis, H. T., Rusbult, C. E., & Van Lange, P. A. M. (2003). *An Atlas of Interpersonal Situations*. New York: Cambridge University Press.
- Kelley, H. H., & Stahelski, A. J. (1970). Social interaction basis of cooperators' and competitors' beliefs about others. *Journal of Personality and Social Psychology*, 16, 66-91.
- Kelley, H. H., & Thibaut, J. W. (1978). *Interpersonal relations: A theory of interdependence*. New York: Wiley.
- Kenny, D.A., Mannetti, L., Pierro, A., Livi, S., & Kashy, D. A. (2002). The statistical analysis of data from small groups. *Journal of Personality and Social Psychology*, 83, 126-137.
- Klapwijk, A., & Van Lange, P. A. M. (2009a). Promoting cooperation and trust in "noisy" situations: the power of generosity. *Journal of Personality and Social Psychology*, 96, 83-103.
- Klapwijk, A., & Van Lange, P. A. M. (2009b). The greater power of generosity. *Manuscript under review*.
- Klapwijk, A., Van Lange, P. A. M., & Reinders Folmer, C. P. (2009). How cooperation within "noisy" communities can evolve: Benefits of indirect generosity over indirect reciprocity. *Manuscript under review*.
- Kollock, P. (1993). An eye for an eye leaves everyone blind: Cooperation and accounting systems. *American Sociological Review*, 58, 768-786.
- Kollock, P. (1998). Social dilemmas: The anatomy of cooperation. *Annual Review of Sociology*, 24, 183-214.
- Komorita, S. S., Hilty, J. A., & Parks, C. D. (1991). Reciprocity and cooperation in social dilemmas. *Journal of Conflict Resolution*, 48, 494-518.
- Komorita, S. S., & Parks, C. D. (1995). Interpersonal relations: Mixed-motive interaction. *Annual Review of Psychology*, 46, 183-207.
- Kosfeld, M., Heinrichs, M., Zak, P.J., Fischbacher, U., & Fehr, E. (2005). Oxytocin increases trust in humans. *Nature*, 435, 673-676.
- Kramer, R. M. (1999). Trust and distrust in organizations: Emerging perspectives, enduring questions. *Annual Review of Psychology*, 54, 351-375.
- Kramer, R.M., & Carnevale, P.J. (2001). Trust and intergroup negotiation. In R. Brown & S. Gaertner (Eds.), *Blackwell handbook of social psychology: Intergroup processes* (pp. 431-450). Malden, MA: Blackwell Publishers.
- Kramer, R. M., Wei, J., & Bendor, J. (2001). Golden rules and leaden worlds: Exploring the limitations of tit-for-tat as a social decision rule. In J. M. Darley, D. M. Messick, & T. R. Tyler (Eds.), *Social influences on ethical behavior in organizations* (p177-197). Mahwah, NJ: Lawrence Erlbaum.

- Kuhlman, D. M., & Marshello, A. F. J. (1975). Individual differences in game motivation as moderators of preprogrammed strategy effects in prisoner's dilemma. *Journal of Personality and Social Psychology*, 32, 922-931.
- Kurzban, R. & Houser, D. (2005). Experiments investigating cooperative types in humans: A complement to evolutionary theory and simulations. *Proceedings of the National Academy of Sciences of the United States of America*, 102, 1803-1807.
- Leimar, O., & Hammerstein, P. (2001). Evolution of cooperation through indirect reciprocity. *Proceedings of the Royal Society of London B: Biological Sciences*, 268, 745-753.
- Levine, R.V., Martinez, T. S., Brase, G., & Sorenson, K. (1994). Helping in 36 U.S. Cities. *Journal of Personality and Social Psychology*, 67, 69-82.
- Lewicki, R. J., Tomlinson, E. C., & Gillespie, N. (2006). Models of interpersonal trust development: Theoretical approaches, empirical evidence, and future directions. *Journal of Management*, 32, 991-1022.
- Lewin, K. (1936). *Principles of topological psychology*. New York: McGraw-Hill.
- Liebrand, W. B. G., Jansen, R. W. T. L., Rijken, V. M., & Suhre, C. J. M. (1986). Might over morality - Social values and the perception of other players in experimental games. *Journal of Experimental Social Psychology*, 22, 203-215.
- Lotem, A., Fishman, M., & Stone, L. (1999). Evolution of cooperation between individuals. *Nature*, 400, 226-227.
- Luce, R. D., & Raiffa, H. (1957). *Games and decisions: Introduction and critical survey*. London: John Wiley and Sons.
- McCabe, K., Rassenti, S., & Smith, V. (1996). Game theory and reciprocity in some extensive form bargaining games. *Proceedings of the National Academy of Science* 93, 13421-13428.
- McClintock, C. G., & Liebrand, W. B. G. (1988). Role of interdependence structure, individual value orientation, and other's strategy in social decision-making: A transformational analysis. *Journal of Personality and Social Psychology*, 55, 396-409.
- McCullough, M. E., Tsang, J. A., & Emmons, R. A. (2004). Gratitude in intermediate affective terrain: Links of grateful moods to individual differences and daily emotional experience. *Journal of Personality and Social Psychology*, 86, 295-309.
- Messick, D. M., & McClintock, C. G. (1968). Motivational bases of choice in experimental games. *Journal of Experimental Social Psychology*, 4, 1-25.
- Milgram, S. (1977). The familiar stranger: an aspect of urban anonymity. In S. Milgram, *The individual in a social world*, pp. 51-53. Reading, MA: Addison-Wesley.
- Milinski, M., Semmann, D., & Krambeck, H. J. (2002). Reputation helps solve the 'tragedy of the commons'. *Nature*, 415, 424-426.
- Miller, D.T., & Ratner, R. K. (1998). The disparity between the actual and assumed power of self-Interest. *Journal of Personality and Social Psychology*, 74, 53-62.
- Molander, P. (1985). The optimal level of generosity in a selfish, uncertain environment. *Journal of Conflict Resolution*, 29, 611-618.
- Monin, B. (2007). Holier than me? Threatening social comparison in the moral domain. *International Review of Social Psychology*, 20, 53-68.
- Murnighan, J. K., & Roth, A. E. (1983). Expecting continuing play in prisoner's dilemma games. *Journal of Conflict Resolution*, 27, 279-300.
- Nemeth, C. (1972). A critical analysis of research utilizing the prisoner's dilemma

- paradigm. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology* (pp. 203-234).
- Nowak, M. A., & Sigmund, K. (1992). Tit-for-tat in heterogeneous populations. *Nature*, 355, 250-253.
- Nowak, M. A., & Sigmund, K. (1998). Evolution of indirect reciprocity by image scoring. *Nature*, 393, 573-577.
- Nowak, M. A. & Sigmund, K. (2005). Evolution of indirect reciprocity. *Nature*, 437, 1291-1298.
- Ohtsuki, H. & Iwasa, Y. (2004). How should we define goodness? Reputation dynamics in indirect reciprocity. *Journal of Theoretical Biology*, 231, 107-120.
- Omoto, A.M., & Synder, M. (1995). Sustained helping without obligation: Motivation, longevity of service, and perceived attitude change among AIDS volunteers. *Journal of Personality and Social Psychology*, 16, 152-166.
- Oskamp, S. (1971). Effects of programmed strategies on cooperation in prisoner's dilemma and other mixed-motive games. *Journal of Conflict Resolution*, 15, 225-259.
- Panchanathan, K. & Boyd, R. (2003). A tale of two defectors: the importance of standing for evolution of indirect reciprocity. *Journal of Theoretical Biology*, 224, 115-126.
- Parks, C. D., & Rumble, A. C. (2001). Elements of reciprocity and social value orientation. *Personality and Social Psychology Bulletin*, 27, 1301-1309.
- Patchen, M. (1987). Strategies for eliciting cooperation from an adversary: Laboratory and international findings. *Journal of Conflict Resolution*, 31, 164-185.
- Penner, L. A., Dovidio, J. F., Piliavin, J. A., & Schroeder, D. A. (2005). Prosocial behavior: Multilevel perspectives. *Annual Review of Psychology*, 56, 365-392.
- Pruitt, D. G. (1998). Social conflict. In D. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed., Vol. 2, pp. 470-503). New York: McGraw-Hill.
- Pruitt, D. G., & Kimmel, M. J. (1977). Twenty years of experimental gaming: Critique, synthesis, and suggestions for Future. *Annual Review of Psychology*, 28, 363-392.
- Rapoport, A. (1990). *Experimental studies of interactive decisions*. Dordrecht: Kluwer Academic Publishers.
- Ratner, R.K., & Miller, D.T. (2001). The norm of self-interest and its effects on social action. *Journal of Personality and Social Psychology*, 8, 5-16.
- Reeder, G. D., & Brewer, M. B. (1979). A schematic model of dispositional attribution in interpersonal perception. *Psychological Review*, 86, 61-79.
- Reinders Folmer, C. P., Van Lange, P. A. M., & Klapwijk, A. (2009). One for all: What representing a group may do to us. *Manuscript submitted for publication*.
- Rempel, J. K., Holmes, J. G., & Zanna, M. P. (1985). Trust in close relationships. *Journal of Personality and Social Psychology*, 49, 95-112.
- Rende, R., Slomkowski, C., Lloyd-Richardson, E., & Niaura, R. (2005). Sibling effects on substance use in adolescence: Social contagion and genetic relatedness. *Journal of Family Psychology*, 19, 611-618.
- Rodgers, J. L., & Rowe, D. C. (1993). Social contagion and adolescence sexual behavior: A developmental EMOSA model. *Psychological Review*, 100, 479-510.
- Ross, L. (1977). The intuitive psychologist and his shortcomings: Distortions in the attribution process. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 10, pp. 174-221). New York, NY: Academic Press.
- Roth, A. E., & Murnighan, J. K. (1978). Equilibrium behavior and repeated play in the

- prisoner's dilemma. *Journal of Mathematical Psychology*, 17, 189-198.
- Rotter, J. B. (1967). A new scale for the measurement of interpersonal trust. *Journal of Personality*, 35, 651-665.
- Rotter, J. B. (1980). Interpersonal trust, trustworthiness, and gullibility. *American Psychologist*, 35, 1-7.
- Rousseau, D. M., Sitkin, S. B., Burt, R. S., & Camerer, C. 1998. Not so different after all: A cross-discipline view of trust. *Academy of Management Review*, 23, 393-404.
- Rusbult, C. E., & Van Lange, P. A. M. (2003). Interdependence, interaction, and relationships. *Annual Review of Psychology*, 54, 351-375.
- Schaefer, D. R. (2009). Resource variation and the development of cohesion in exchange networks. *American Sociological Review*, 74, 551-572.
- Schroeder, D. A., Penner L. A., Dovidio J. F., Piliavin, J. A. (1995). *The Psychology of Helping and Altruism*. New York: McGraw-Hill.
- Schwartz, C., & Sendor, M. (2000). Helping others helps oneself: Response shift effects in peer support. In K. Schmalzing (Ed.), *Adaptation to changing health: Response shift in quality-of-life research* (pp. 43-70). Washington, DC: American Psychological Association.
- Seinen, I. & Schram, A. (2006). Social status and group norms: Indirect reciprocity in a repeated helping experiment. *European Economic Review*, 50, 581-602.
- Seligman, M. E. P. (2008). Positive Health. *Applied Psychology: An International Review*, 57, 3-18
- Silk, J. B., Brosnan, S. F., Vonk, J., Henrich, J., Povinelli, D. J., Richardson, A. S. et al. (2005). Chimpanzees are indifferent to the welfare of unrelated group members. *Nature*, 437, 1357-1359.
- Sheratt, T.N., & Roberts, G. (2001). The importance of phenotypic defectors in stabilizing reciprocal altruism. *Behavioral Ecology*, 3, 313-317.
- Simpson, J. A. (2007). Foundations of interpersonal trust. In A. W. Kruglanski & E. T. Higgins (Eds.), *Social psychology: Handbook of basic principles* (2nd ed., pp. 587-607). New York: Guilford.
- Skowronski, J. J., & Carlston, D. E. (1989). Negativity and extremity biases in impression formation: A review of explanations. *Psychological Bulletin*, 105, 131-142.
- Snyder, M. & Ickes, W. (1985). Personality and social behavior. In G. Lindzey & E. A. Aronson (Eds.), *The Handbook of Social Psychology* (Vol. 2, pp. 883-947). New York: Random House.
- Taylor, J., & Turner, J. (2001). A longitudinal study of the role and significance of mattering to others for depressive symptoms. *Journal of Health and Social Behavior*, 42, 310-325.
- Tazelaar, M. J. A., Van Lange, P. A. M., & Ouwerkerk, J. W. (2004). How to cope with "noise" in social dilemmas: The benefits of communication. *Journal of Personality and Social Psychology*, 87, 845-859.
- Tricket, E.J. (2009). Community psychology: Individuals and interventions in community context. *Annual Review of Psychology*, 60, 395-419.
- Trivers, R. L. (1971). Evolution of reciprocal altruism. *Quarterly Review of Biology*, 46, 35-57.
- United Nations: Department of Economic and Social Affairs/Population Division (2008). *World Urbanization Prospects: The 2007 Revision*. United Nations, New York.

- Väänänen, A., Buunk, B.P., M. Kivimäki, M., Pentti, J., & Vahtera, J. (2005). When it is better to give than to receive: A 9-year prospective study on the effects of reciprocity in support exchange on health and sickness. *Journal of Personality and Social Psychology*, 89, 176-193.
- Van Dijk, E. & Wilke, H. (2000). Decision-induced focusing in social dilemmas: give-some, keep-some, take-some, and leave-some dilemmas. *Journal of Personality and Social Psychology*, 78, 92-104.
- Van Lange, P. A. M. (1997). Movement in social orientations: A commentary on Kelley. *European Journal of Social Psychology*, 27, 423-432.
- Van Lange, P. A. M. (1999). The pursuit of joint outcomes and equality in outcomes: An integrative model of social value orientation. *Journal of Personality and Social Psychology*, 77, 337-349.
- Van Lange, P. A. M. (2008). *Interpersonal trust: Theory and measurement*. Unpublished manuscript, Vrije Universiteit, Amsterdam.
- Van Lange, P. A. M., De Cremer, D., Van Dijk, E., & Van Vugt, M. (2007). Self-interest and beyond: basic principles of social interaction. In A. W. Kruglanski, & E. T. Higgins (Eds.), *Social Psychology: Handbook of Basic Principles* (pp. 540 – 561). New York: Guilford.
- Van Lange, P. A. M., Gallucci, M., Karremans, J. C., Klapwijk, A., & Reinders Folmer, C.P. (2006). A social interaction analysis of empathy and fairness. In G. Bock & J. Goode (Eds.), *Empathy and fairness* (pp. 97-110). (Novartis Foundation Symposium No. 278). London: Wiley.
- Van Lange, P. A. M. & Joireman, J. A. (2007). How we can promote behavior that serves all of us in the future. *Social Issues and Policy Review*, 2, 127-157.
- Van Lange, P. A. M. & Klapwijk, A. (2007). Prisoner's dilemma. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (pp. 701-704). Thousand Oaks, CA: Sage.
- Van Lange, P. A. M., Klapwijk, A. & Van Munster, L. M. (2009). The shadow of the future: how the mere anticipation of future interaction affects cooperation. *Manuscript under review*.
- Van Lange, P. A. M., & Kuhlman, D. M. (1994). Social value orientations and impressions of partner honesty and intelligence: A test of the might versus morality effect. *Journal of Personality and Social Psychology*, 67, 126-141.
- Van Lange, P. A. M., Liebrand, W. B. G., Messick, D. M., & Wilke, H. A. M. (1992). Introduction and literature review. In W. B. G. Liebrand, D. M. Messick, & H. A. M. Wilke (Eds.), *Social Dilemmas: Theoretical issues and research findings* (pp. 3-28). London: Pergamon Press.
- Van Lange, P. A. M., Otten, W., De Bruin, E. N. M., & Joireman, J. A. (1997). Development of prosocial, individualistic, and competitive orientations: Theory and preliminary evidence. *Journal of Personality and Social Psychology*, 73, 733-746.
- Van Lange, P. A. M., Ouwerkerk, J. W., & Tazelaar, M. J. A. (2002). How to overcome the detrimental effects of noise in social interaction: The benefits of generosity. *Journal of Personality and Social Psychology*, 82, 768-780.
- Van Lange, P. A. M., Rusbult, C. E., Drigotas, S. M., Arriaga, X. B., Witcher, B. S., & Cox, C. L. (1997). Willingness to sacrifice in close relationships. *Journal of Personality and Social Psychology*, 72, 1373-1395.
- Van Lange, P. A. M., & Visser, K. (1999). Locomotion in social dilemmas: How people adapt

- to cooperative, tit-for-tat, and noncooperative partners. *Journal of Personality and Social Psychology*, 77, 762-773.
- Van Vugt, M., Snyder, M., Tyler, T. R., & Biel, A. (2000) (Eds.), *Cooperation in Modern Society*. London, Routledge.
- Vohs, K. D., Baumeister, R. F., & Chin, J. (2007). Feeling duped: Emotional, motivational and cognitive aspects of being exploited by others. *Review of General Psychology*, 11, 127- 141.
- Weber, J.M., Kopelman, S., Messick, D.M. (2004). A conceptual review of decision making In social dilemmas: Applying a logic of appropriateness. *Personality and Social Psychology Review*, 8, 281-307.
- Weber, J.M., & Murnighan, J.K. (2008). Suckers or saviors? Consistent contributors in social dilemmas. *Journal of Personality and Social Psychology*, 95, 1340-1353.
- Wedekind, C. & Milinski, M. (2000). Cooperation through image scoring in humans. *Science* 288, 850-852.
- Weiner, B. (1985). "Spontaneous" causal thinking. *Psychological Bulletin*, 97, 74-84.
- Weiner, B. (1986). *An attributional theory of motivation and emotion*. New York: Springer-Verlag.
- Wildschut, T., Pinter, B., Vevea, J. L., Insko, C. A., & Schopler, J. (2003). Beyond the group mind: A quantitative review of the interindividual-intergroup discontinuity effect. *Psychological Bulletin*, 129, 698-722.
- Wilson, W. (1971). Reciprocation and other techniques for inducing cooperation in prisoner's dilemma game. *Journal of Conflict Resolution*, 15, 167-196.
- Wilson, J., & Musick, M. (1999). The effects of volunteering on the volunteer. *Law and Contemporary Problems*, 62, 141-168.
- Wojciszke, B. (2005). Affective concomitants of information on morality and competence. *European Psychologist*, 10, 60-70.
- Wrightsman, L. S., O'Connor, J., & Baker, N. J. (1972). *Cooperation and competition: Readings on mixed-motives games*. Belmont: Brooks-Cole.
- Wu, J., & Axelrod, R. (1995). How to cope with noise in the iterated prisoner's dilemma. *Journal of Conflict Resolution*, 39, 183-187.
- Yamagishi, T. (1986). The provision of a sanctioning system as a public good. *Journal of Personality and Social Psychology*, 51, 110-116.
- Yamagishi, T. (1988). The provision of a sanctioning system in the United States and Japan. *Social Psychological Quarterly*, 51, 265-271.

Dankwoord (Acknowledgments)

"If you would not be forgotten as soon as you are dead, either write something worth reading or do things worth writing." – Benjamin Franklin

Als we Franklin moeten geloven, kan ik reeds in vrede heengaan. De enige taak die mij nog rest is het bedanken van iedereen die mij door dik en dun ondersteund heeft tijdens het schrijven van dit proefschrift. Bovenal wil ik mijn promotor bedanken. Paul, bedankt voor je ongebreidelde enthousiasme, je onophoudelijke vertrouwen in mijn kunnen, je geduld met mijn perfectionisme en de inmiddels legendarische "gaan voor de banaan" mentaliteit. Ik heb veel van je geleerd de afgelopen jaren. Ook heb ik het altijd erg op prijs gesteld om op de hoogte te worden gehouden van de prestaties van Heracles in de eredivisie en van Dion bij de Amsterdam Football Club.

Promoveren was mij zeker niet gelukt zonder de inspirerende omgeving van de afdeling Sociale Psychologie aan de VU. Allereerst natuurlijk mijn "1B-13 roomies": Chris, bedankt voor je voorbeeldende discipline, je uitstekende gezelschap tijdens (buitenlandse) congressen en in de file op de A9, interessante discussies en je hulp bij het bedenken en uitvoeren van onderzoek. Lotte, bedankt voor het fungeren als sportmaatje, alle senseo's, de hilariteit en ongein (van allerhande quizjes tot de handstand tegen de muur), maar ook niet in de minste plaats voor de (soms verborgen) ambitie en passie voor wat je doet. Ook voor de andere VU'ers rest hartelijk dank voor de leuke tijd die ik in Amsterdam mocht hebben, in het bijzonder de ontelbare koffiepauzes, borrels en feestjes: Anna, Camiel, Carla, Clare, Daniel (2x), Francesca/o, Fre, Kaska, Margreet, Martijn, Myrke, Monique, Nicky, Niek, Nils, Nina, Petra (en als ik jou vergeten ben, ook jij bedankt!).

Bij deze wil ik ook andere sociaal psychologen bedanken die de congressen, workshops, en andere meetings van het KLI, ASPO, EAESP, SPSP en nationale en internationale 'sociale dilemma clubs' met hun aanwezigheid hebben opgeleukt. Grazie! En natuurlijk ook 'many thanks' voor de Amerikaanse makers van de website phdcomics.com die ons als aio's elke week weer een komische spiegel voorhielden.

Ik wil ook mijn dank uitspreken aan iedereen (bijv. mijn (schoon)familie, 'oude' vrienden uit Groningen, 'nieuwe' vrienden uit Haarlem en collega-ambtenaren) die mij het afgelopen jaar scherp heeft gehouden door vragen te stellen als "hoe is het met je scriptie?" en "ben je nou nog niet afgestudeerd?". Daarnaast gaat mijn dank uit naar de wijze man – een hoogleraar – die eens tegen me zei: "Mijn jongen, in je hele leven zullen er ongeveer tien mensen zijn die je proefschrift daadwerkelijk lezen". Deze tien mensen hebben me op de been gehouden!

In het bijzonder wil ik mijn beide ouders bedanken voor hun onophoudelijke steun en interesse voor alles wat ik doe. En er is maar één die ver bovenaan het lijstje met verschuldigde dank prijkt en dat ben jij Rita! Bedankt voor je voordurende generositeit, je oneindige geduld, je onvoorwaardelijke steun en al je liefde!

Oktober 2009,
Anthon Klapwijk

Curriculum Vitae

Anthony Klapwijk was born January 22nd 1978 in Zwolle. For the greater part of his life, he lived in the two most Northern provinces of The Netherlands; Friesland and Groningen, resulting in personality traits typical for those parts of the country. He graduated at Gomarus College in Groningen in 1996 and he obtained his master's degree in social and organizational psychology at the University of Groningen in 2002. In his master's thesis, he examined the influence of outstanding role models on people's self-evaluations. From 2003 until 2007, he worked at the VU University (a.k.a. the Free University or the Vrije Universiteit) in Amsterdam as a PhD-candidate. The present dissertation is the result of his time in Amsterdam. Currently Anthon works for the Research and Documentation Centre (WODC) of the Dutch Ministry of Justice as well as for the Ministry of the Interior and Kingdom Relations.

KLI Dissertation Series

The “Kurt Lewin Institute Dissertation Series” started in 1997. Since 2007 the following dissertations have been published:

- 2007-1: Nils Jostmann: When the going gets tough... How action versus state orientation moderates the impact of situational demands on cognition, affect, and behavior
- 2007-2: Belle Derks: Social identity threat and performance motivation: The Interplay between ingroup and outgroup domains
- 2007-3: Helma van den Berg: Feeling and Thinking in Attitudes
- 2007-4: Karin C.A. Bongers: You can't always get what you want! Consequences of success and failure to attain unconscious goals
- 2007-5: Lotte Scholten: Motivation matters: Motivated information processing in group and individual decision-making
- 2007-6: Debra Trampe: Social influence: Social comparison, construal, and Persuasion processes
- 2007-7: Clemens Wenneker: Processes underlying biased language use
- 2007-8: Yaël de Liver: Ambivalence: on the how and when of attitudinal conflict
- 2007-9: Erik de Kwaadsteniet: Uncertainty in social dilemmas
- 2007-10: Hugo Alberts: Processes of self-control and ego depletion
- 2007-11: Loran Nordgren: Thinking about Feeling: The Nature and Significance of the Hot/Cold Empathy Gap
- 2007-12: Stefan Thomas Mol: Crossing Borders with Personnel Selection from expatriates to multicultural teams
- 2007-13: Hilbrand Oldenhuis: I know what they think about us: Metaperceptions and intergroup relations
- 2007-14: Arnaud Wisman: New Directions in Terror Management Theory
- 2007-15: Gert Homsma: Making Errors Worthwhile: Determinants of Constructive Error Handling
- 2007-16: Elianne van Steenbergen: Work-Family Facilitation: A Positive Psychological Perspective on Role Combination
- 2007-17: Unna Danner: By Force of Habit: On the Formation and Maintenance of Goal-Directed Habits
- 2007-18: Maureen Tumewu: The Social Psychology of Gender Differences and Procedural Justice in Close Relationships
- 2007-19: Wokje Abrahamse: Energy conservation through behavioral change: Examining the effectiveness of a tailor-made approach
- 2008-1: Marijke van Putten: Dealing with missed opportunities. The causes and boundary conditions of inaction inertia
- 2008-2: Marjolein Maas: Experiential Social Justice Judgment Processes
- 2008-3: Lonneke de Meijer: Ethnicity effects in police officer selection: Applicant, assessor, and selection-method factors
- 2008-4: Frederike Zwenk: Voice by Representation

- 2008-5: Margreet Reitsma: The Impact of Linguistically Biased Messages on Involved Receivers
- 2008-6: Marcus Maringer: Feeling one thing, seeing another: Emotion comparison effects in person judgments
- 2008-7: Hanneke Heinsman: The competency concept revealed: Its nature, relevance, and practice
- 2008-8: Joris Lammers: Toward a more social social psychology of power
- 2008-9: Daniël Fockenberg: Between Good and Evil: Affective Priming in Dynamic Context
- 2008-10: Arne van den Bos: Why we stereotype influences how we stereotype: self-enhancement and comprehension effects on social perception
- 2008-11: Lidewij Niezink: Considering Others in Need: On Altruism, Empathy and Perspective Taking
- 2008-12: Aad Oosterhof: Better together: Antecedents and consequences of perceived expertise dissimilarity and perceived expertise complementarity in teams
- 2008-13: Femke ten Velden: Negotiation in dyads and groups: The effects of social and epistemic motives
- 2008-14: Maike Wehrens: How did YOU do? Social comparison in secondary education
- 2008-15: Kyra Luijters: Making Diversity Bloom: Coping Effectively with Cultural Differences at Work
- 2008-16: Ilona de Hooe: Moral emotions in decision making: Towards a better understanding of shame and guilt
- 2008-17: Lindred L. Greer: Team Composition and Conflict: The Role of Individual Differences
- 2008-18: Sezgin Cihangir: The Dark Side of Subtle Discrimination: How targets respond to different forms of discrimination
- 2008-19: Giel Dik: On the contagiousness of others' goals: The role of perceiving effort
- 2008-20: Lotte van Dillen: Dealing with negative feelings: The role of working memory in emotion regulation
- 2008-21: Marijn Poortvliet: Information exchange examined: An interpersonal account of achievement goals
- 2008-22: Sjoerd Pennekamp: Dynamics of disadvantage: Uncovering the role of group-based anger
- 2008-23: Chris Reinders Folmer: Cooperation and communication: Plastic goals and social roles
- 2009-1: Marijke Leliveld: Ethics in Economic Decision-Making
- 2009-2: Monique Pollmann: Accuracy and Bias in Person Perception
- 2009-3: Krispijn Faddegon: Regulatory Focus in Group Contexts
- 2009-4: Lieven Brebels: Mirror, mirror on the wall... Procedural fairness as an Evaluative and regulatory looking-glass self
- 2009-5: Daphne Wiersema: Taking it personally: Self-esteem and the protection of self-related attitudes
- 2009-6: Judith D.M. Grob: Dial E for Emotion: Context and Consequences of

Emotion Regulation

- 2009-7: Katherine Stroebe: Is this about me? Responding to subtle discrimination - beyond an individual versus group perspective
- 2009-8: Menno Vos: Identity patterns in diverse work groups: Improving social integration outcomes through relational identities
- 2009-9: Lennart Renkema: Facing Death Together: Understanding The Consequences of Mortality Threats
- 2009-10: Michael Vliek: Group-based social comparison processes: An intragroup level of analysis
- 2009-11: Karlijn Massar: Unconscious rivals: The automatic evaluation of rivals in jealousy-evoking situations
- 2009-12: Bart Terwel: Origins and consequences of public trust: Towards an understanding of public acceptance of carbon dioxide capture and storage
- 2009-13: Emma ter Mors: Dealing with information about complex issues: The role of source perceptions
- 2009-14: Martijn Veltkamp: On the Instigation of Implicit Motivation: How Deprivation and Positive Affect Cause Motivated Behavior
- 2009-15: Marret K. Noordewier: Consistency and the unexpected
- 2009-16: Sytske van der Velde: Imitation of Emotion: How meaning affects the link between imitation and liking
- 2009-17: Jacomijn Hofstra: Attaching Cultures: The role of attachment styles in explaining majority members' acculturation attitudes
- 2009-18: Jacqueline Tanghe: Affect in Groups: Convergence, Conditions and Consequences
- 2009-19: Anne Marike Lokhorst: Using Commitment to Improve Environmental Quality
- 2009-20: Jonathan van 't Riet: Framing Health Communication Messages
- 2009-21: Suzanne Pietersma: Persuasive Health Communication: A Self-Perspective
- 2009-22: Remco Wijn: A functional perspective on the justice judgment process and its consequences
- 2009-23: Niels van de Ven: The bright side of a deadly sin: The psychology of envy
- 2009-24: Anthon Klapwijk: The Power of Interpersonal Generosity